#3

100
MANUFACTURER
102
DEALER/DISTRIBUTOR
106
STRATEGIC ACCOUNT CUSTOMER
104
SCRAP
110
SECONDARY DEALER/DISTRIBUTOR
108

Figure 1

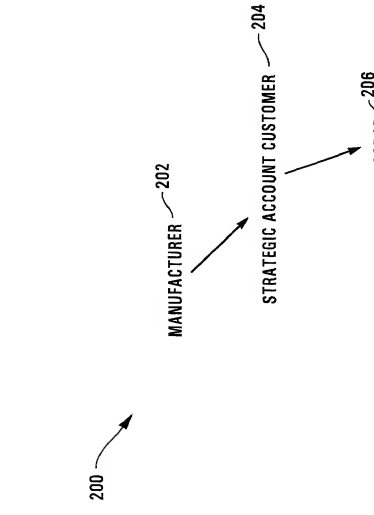
200
MANUFACTURER
202
STRATEGIC ACCOUNT CUSTOMER
204
SCRAP
206

Figure 2

10030"21560860

Figure 3

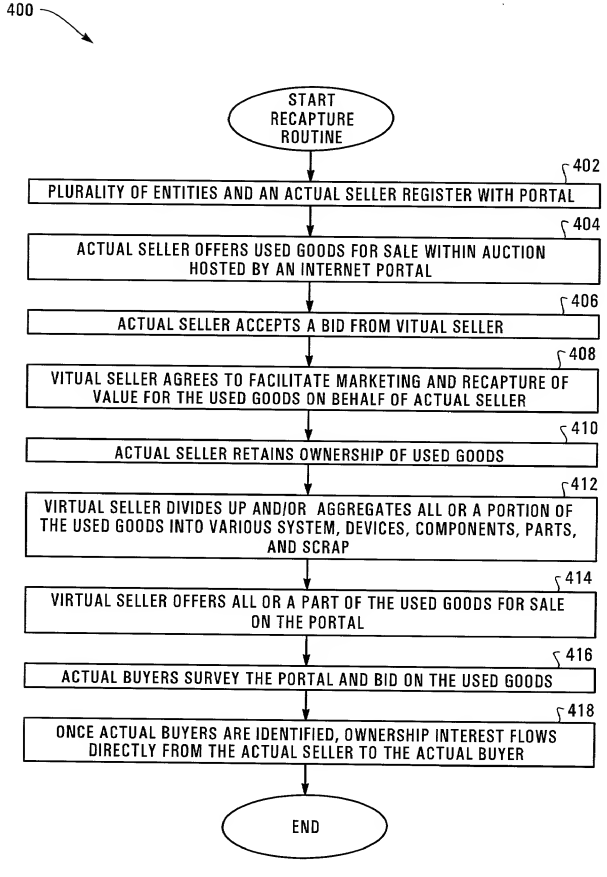
400
START RECAPTURE ROUTINE
402
PLURALITY OF ENTITIES AND AN ACTUAL SELLER REGISTER WITH PORTAL
404
ACTUAL SELLER OFFERS USED GOODS FOR SALE WITHIN AUCTION HOSTED BY AN INTERNET PORTAL
406
ACTUAL SELLER ACCEPTS A BID FROM VITUAL SELLER
408
VITUAL SELLER AGREES TO FACILITATE MARKETING AND RECAPTURE OF VALUE FOR THE USED GOODS ON BEHALF OF ACTUAL SELLER
410
ACTUAL SELLER RETAINS OWNERSHIP OF USED GOODS
412
VIRTUAL SELLER DIVIDES UP AND/OR AGGREGATES ALL OR A PORTION OF THE USED GOODS INTO VARIOUS SYSTEM, DEVICES, COMPONENTS, PARTS, AND SCRAP
414
VIRTUAL SELLER OFFERS ALL OR A PART OF THE USED GOODS FOR SALE ON THE PORTAL
416
ACTUAL BUYERS SURVEY THE PORTAL AND BID ON THE USED GOODS
418
ONCE ACTUAL BUYERS ARE IDENTIFIED, OWNERSHIP INTEREST FLOWS DIRECTLY FROM THE ACTUAL SELLER TO THE ACTUAL BUYER
END

Figure 4

500
INTERNET EXCHANGE PORTAL
302
VIRTUAL SELLER SERVICES
502
VIRTUAL FINANCE SERVICES
504
VIRTUAL ESCROW SERVICES
506
VIRTUAL LOGISTICS SERVICES
508
OTHER PORTAL & EXCHANGES
510

Figure 5

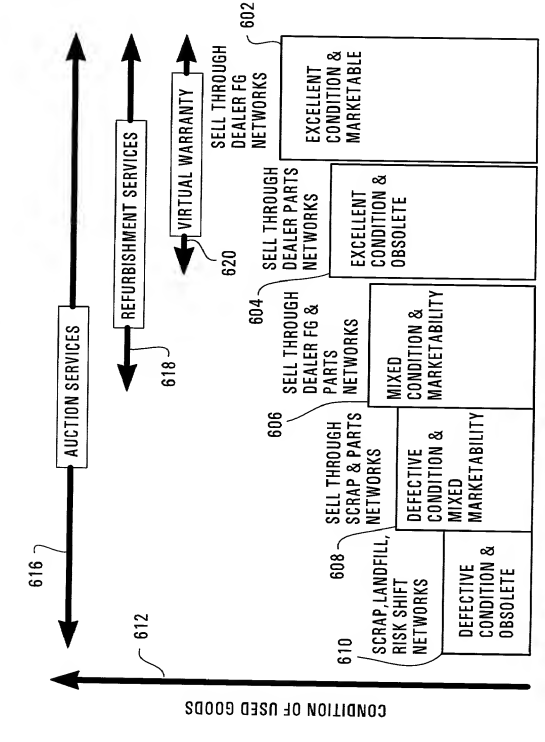
600
AUCTION SERVICES
REFURBISHMENT SERVICES
VIRTUAL WARRANTY
616
612
618
620
602
604
606
608
610
SELL THROUGH DEALER FG NETWORKS
SELL THROUGH DEALER PARTS NETWORKS
SELL THROUGH DEALER FG & PARTS NETWORKS
SELL THROUGH SCRAP & PARTS NETWORKS
SCRAP, LANDFILL, RISK SHIFT NETWORKS
EXCELLENT CONDITION & MARKETABLE
EXCELLENT CONDITION & OBSOLETE
MIXED CONDITION & MARKETABILITY
DEFECTIVE CONDITION & MIXED MARKETABILITY
DEFECTIVE CONDITION & OBSOLETE
CONDITION OF USED GOODS
VALUE RECATURED
614

Figure 6

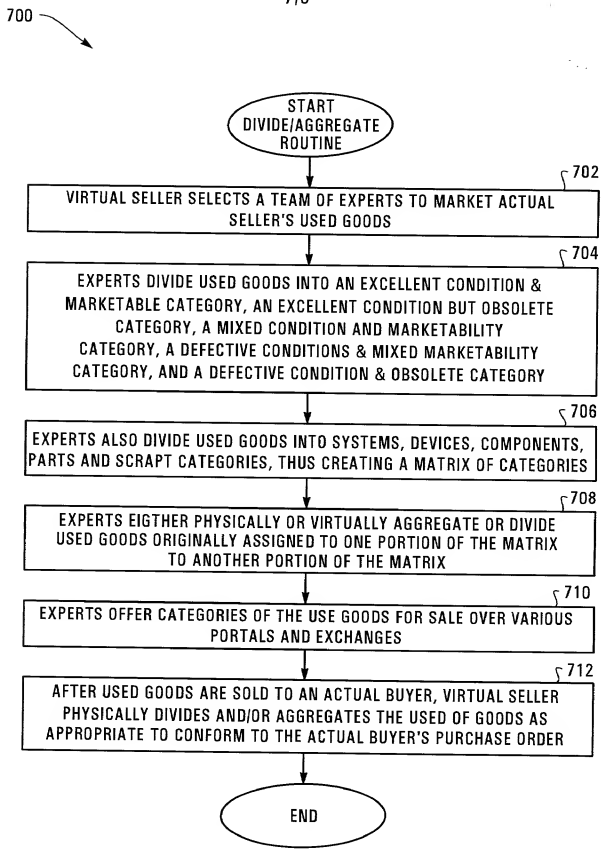
700
START
DIVIDE/AGGREGATE ROUTINE
702
VIRTUAL SELLER SELECTS A TEAM OF EXPERTS TO MARKET ACTUAL SELLER'S USED GOODS
704
EXPERTS DIVIDE USED GOODS INTO AN EXCELLENT CONDITION & MARKETABLE CATEGORY, AN EXCELLENT CONDITION BUT OBSOLETE CATEGORY, A MIXED CONDITION AND MARKETABILITY CATEGORY, A DEFECTIVE CONDITIONS & MIXED MARKETABILITY CATEGORY, AND A DEFECTIVE CONDITION & OBSOLETE CATEGORY
706
EXPERTS ALSO DIVIDE USED GOODS INTO SYSTEMS, DEVICES, COMPONENTS, PARTS AND SCRAPT CATEGORIES, THUS CREATING A MATRIX OF CATEGORIES
708
EXPERTS EIGTHER PHYSICALLY OR VIRTUALLY AGGREGATE OR DIVIDE USED GOODS ORIGINALLY ASSIGNED TO ONE PORTION OF THE MATRIX TO ANOTHER PORTION OF THE MATRIX
710
EXPERTS OFFER CATEGORIES OF THE USE GOODS FOR SALE OVER VARIOUS PORTALS AND EXCHANGES
712
AFTER USED GOODS ARE SOLD TO AN ACTUAL BUYER, VIRTUAL SELLER PHYSICALLY DIVIDES AND/OR AGGREGATES THE USED OF GOODS AS APPROPRIATE TO CONFORM TO THE ACTUAL BUYER'S PURCHASE ORDER
END

Figure 7

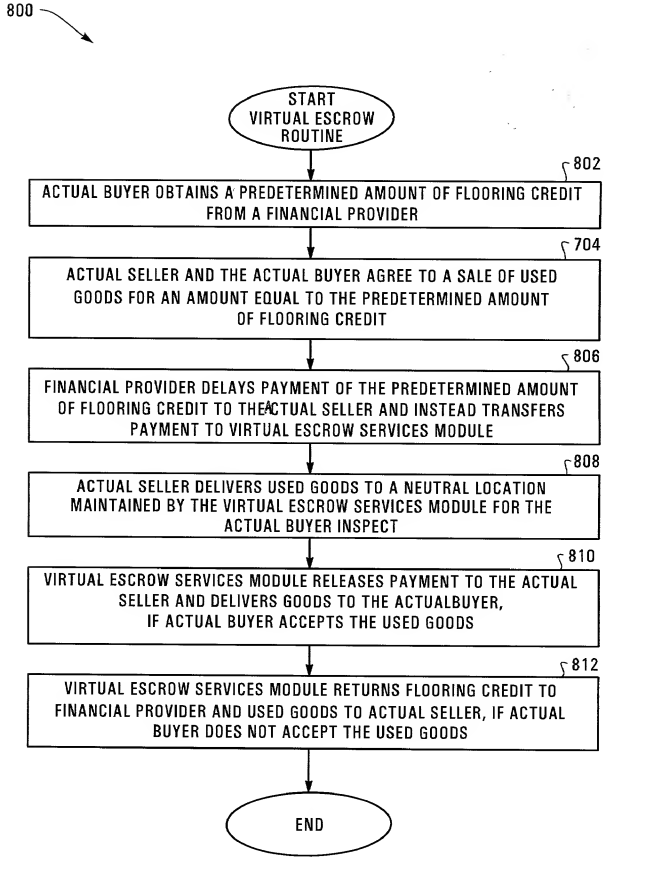
800
START VIRTUAL ESCROW ROUTINE
802
ACTUAL BUYER OBTAINS A PREDETERMINED AMOUNT OF FLOORING CREDIT FROM A FINANCIAL PROVIDER
704
ACTUAL SELLER AND THE ACTUAL BUYER AGREE TO A SALE OF USED GOODS FOR AN AMOUNT EQUAL TO THE PREDETERMINED AMOUNT OF FLOORING CREDIT
806
FINANCIAL PROVIDER DELAYS PAYMENT OF THE PREDETERMINED AMOUNT OF FLOORING CREDIT TO THE ACTUAL SELLER AND INSTEAD TRANSFERS PAYMENT TO VIRTUAL ESCROW SERVICES MODULE
808
ACTUAL SELLER DELIVERS USED GOODS TO A NEUTRAL LOCATION MAINTAINED BY THE VIRTUAL ESCROW SERVICES MODULE FOR THE ACTUAL BUYER INSPECT
810
VIRTUAL ESCROW SERVICES MODULE RELEASES PAYMENT TO THE ACTUAL SELLER AND DELIVERS GOODS TO THE ACTUALBUYER, IF ACTUAL BUYER ACCEPTS THE USED GOODS
812
VIRTUAL ESCROW SERVICES MODULE RETURNS FLOORING CREDIT TO FINANCIAL PROVIDER AND USED GOODS TO ACTUAL SELLER, IF ACTUAL BUYER DOES NOT ACCEPT THE USED GOODS
END

Figure 8